

Distributor Discovery

**Find the right route.
Shortlist the partners.
Know what to ask.**

Potential distributors and buying channels for the KENTRO KTR-2610 handheld TENS/EMS device in Saudi Arabia. Public evidence, fit assessment and next-step qualification.

6 DISTRIBUTOR CANDIDATES + 2 RETAIL CHANNELS

US\$299+ per agreed market and scope. A research sample dated 10 October 2026. Outreach, introductions and local verification are separate scopes. No company has been contacted or qualified as a KENTRO buyer.



KTR-2610 representative supplied catalogue picture. This sample does not establish Saudi product permission. [S02]

 READ IN ONE MINUTE / DECISION GATE

A shortlist for qualification, with a clear next step.

GO: PREPARE THE BRIEF AND QUALIFY FIT

Start with Zimmo and Salehiya for consumer-device relevance. Investigate FMS and Gulf Medical Stores for specialist routes. Use the two retailer leads to test assortment interest once local supply responsibilities are clear.

WHAT IS EVIDENCED

Public company activity, one manufacturer-listed Saudi distribution relationship, two comparable retail offers and public contact routes. Sources appear beside each profile.

WHAT IS ASSESSED

A qualitative research priority based on category proximity and stated business activity. It is a proposed investigation order, not a response probability or company rating.

WHAT IS STILL OPEN

Buyer interest, correct purchasing contact, exact legal entity, license currency, competing-brand restrictions, creditworthiness and ability to support KENTRO.

Hold appointment and commercial shipment: verify the entity, responsibilities, model permission and terms before relying on a partner. This report does not contain buyer orders, introductions, replies, site visits or a complete license audit. [\[S16\]](#) [\[S17\]](#)

Two buying routes. Eight places to investigate.

06

Distributor candidates

Potential import, representation, wholesale or support roles; exact responsibilities unresolved.

02

Retail channels

Potential assortment routes; legal buyer and local supplier requirements unresolved.

Research priority	Candidates	Reason to investigate
A / investigate first	Zimmo Trading; Salehiya	Manufacturer distribution link or stated consumer-health activity. [S03] [S04] [S05]
B / investigate next	FMS; Gulf Medical Stores; Tamer	Rehabilitation, specialist medical distribution or broader medical supplies. [S07] [S09] [S10]
C / confirm category first	Cigalah Healthcare	Distribution capability, but selected evidence is mainly pharmaceutical/adjacent. [S12]
Retail / separate track	Dr. Nutrition; Be Care	Comparable handheld TENS/EMS offers; no national distribution mandate shown. [S14] [S15]

Priority combines public category proximity and business-model relevance. Unknown licensing, appetite and financial capacity are not scored as strengths. This is a selected sample, not an exhaustive census of Saudi distributors.

Investigate the consumer-device route first.

Zimmo Trading

Distributor candidate / A / category adjacency

Evidence: OMRON lists Zimmo as its Saudi distributor. Its own site gives a new-business inbox and Saudi branches. [\[S03\]](#) [\[S04\]](#)

Fit hypothesis: A useful starting point for a consumer medical-device conversation. The OMRON listing does not establish that Zimmo handles every OMRON product or wants another brand.

Unresolved: Existing brand obligations, TENS category ownership, current licenses and appetite for a new manufacturer.

First question: Can you assess KTR-2610, and do existing agreements restrict a competing TENS/EMS line?

Salehiya

Distributor candidate / A / consumer-health fit

Evidence: Solutions include medical equipment, consumables, patient/consumer health and maintenance. [\[S05\]](#)

Fit hypothesis: Broad patient and consumer-health positioning makes a home-use device worth testing with its commercial team. No exact KTR-2610 or TENS distribution agreement was found.

Unresolved: Relevant business unit, retail reach for this category, brand conflict, minimum volume and actual service terms.

First question: Who evaluates a rechargeable home-use TENS/EMS device, and what evidence is required for review?

All eight profiles are desk-research candidates. Existing brand relationships do not imply availability for KENTRO. No buyer, license certificate, contract, commercial response or physical operation has been verified directly.

Test the specialist rehabilitation route.

Al Faisaliah Medical Systems

Distributor candidate / B / rehabilitation route

Evidence: FMS corporate profile includes rehabilitation within a broad medical portfolio and describes medical-device sales and maintenance activities. [\[S07\]](#)

Fit hypothesis: Potential rehabilitation-sector route. A low-ticket home-use product may not fit an institutional equipment strategy; confirm the relevant unit first.

Unresolved: Home-use channel focus, commercial scale, exact category expertise and current licensed entity.

First question: Does the rehabilitation team assess compact home-use devices, or only institutional equipment?

Gulf Medical Stores

Distributor candidate / B / specialist route

Evidence: Saudi company describes itself as a medical-device distributor and authorized representative, with Riyadh headquarters and a Jeddah branch. [\[S09\]](#)

Fit hypothesis: Potential specialist representation and support discussion. Public self-description is a useful lead, but current license documents and exact activity need checking.

Unresolved: TENS/EMS category track record, retail reach, brand portfolio and suitability for an inexpensive consumer device.

First question: Can you support this category commercially, and which representation, import and support roles can you perform?

All eight profiles are desk-research candidates. Existing brand relationships do not imply availability for KENTRO. No buyer, license certificate, contract, commercial response or physical operation has been verified directly.

Check category ownership before a broad-group pitch.

Tamer Healthcare / Tamer Group

Distributor candidate / B / broader distribution

Evidence: Tamer describes import, distribution and promotion of medical supplies. Its contact page offers a supplier/vendor route. [\[S10\]](#) [\[S11\]](#)

Fit hypothesis: Potential broad distribution infrastructure; category ownership and onboarding scale must be established. A supplier registration route does not show buying interest.

Unresolved: Appropriate division, new-brand selection criteria, category conflict and economics at KENTRO order quantities.

First question: Which commercial team evaluates home-use medical devices, and should a product brief precede supplier registration?

Cigalah Healthcare

Distributor candidate / C / adjacent, weaker fit

Evidence: Healthcare platform describes importation, warehousing and distribution, plus private-label products. Its healthcare hubs are described as pharmaceutical. [\[S12\]](#)

Fit hypothesis: An adjacent pharmacy-oriented distribution lead. Those descriptions alone do not establish electrotherapy capability or medical-device buying responsibility.

Unresolved: A device-focused business unit, TENS expertise, relevant licenses, support capacity and manufacturer interest.

First question: Is there a medical-device team for home-use TENS/EMS, and who owns that category?

All eight profiles are desk-research candidates. Existing brand relationships do not imply availability for KENTRO. No buyer, license certificate, contract, commercial response or physical operation has been verified directly.

Retailers can inform the offer and buying route.

Dr. Nutrition Saudi storefront

Retail channel candidate / Retail / category match

Evidence: Saudi storefront displays Beurer EM 49 TENS/EMS with delivery/store-pickup options. [\[S14\]](#)

Fit hypothesis: Direct evidence of a comparable retail format. Useful for assortment and vendor-onboarding research; no import or national distributor role is established.

Unresolved: Saudi contracting entity, category buyer, vendor route, stocking terms and willingness to carry KENTRO.

First question: Who handles Saudi medical-device assortment, and do you source through local distributors or onboard brands directly?

Be Care storefront

Retail channel candidate / Retail / category match

Evidence: Arabic storefront lists Beurer EM 49 and has medical-equipment and rehabilitation categories. [\[S15\]](#)

Fit hypothesis: A specialist retail channel to investigate after a lawful supply route is established. A storefront is not evidence of national distribution capacity.

Unresolved: Legal entity behind the store, current licensed activities, purchasing contact, sell-through and approved sourcing route.

First question: Who approves new brands, and what local supplier, warranty and documentation requirements apply?

All eight profiles are desk-research candidates. Existing brand relationships do not imply availability for KENTRO. No buyer, license certificate, contract, commercial response or physical operation has been verified directly.

CONTACT REGISTER / NO MESSAGES SENT

Use public routes to reach the right business team.

Candidate / channel	Public business route	Role to request
Zimmo Trading	info@zimmo.net / +966 12 6692375 [S03]	New-business team / consumer medical devices
Salehiya	Business inquiry form / 920020053 [S06]	Healthtech / patient and consumer-care team
Al Faisaliah Medical Systems	Tibbiyah contact page / 8001221223 [S08]	Ask parent contact to route to FMS rehabilitation commercial team
Gulf Medical Stores	info@gulfmedistores.com / +966 54 579 7900 [S09]	Business development / supplier relations
Tamer Healthcare / Tamer Group	info@tamergroup.com / public supplier route [S11]	Group routing to healthcare commercial / category team
Cigalah Healthcare	+966 12 6148001 / inquiry form [S13]	Head-office routing to device/category team
Dr. Nutrition Saudi storefront	Official Saudi product/store support route [S14]	Request category-buyer routing; no buyer contact verified
Be Care storefront	Official storefront contact / WhatsApp route [S15]	Ask support to route to purchasing; no buyer contact verified

These are published business entry points, not verified purchasing-decision contacts. General forms, call centers and support routes may require routing. No email deliverability, phone answer, form submission or WhatsApp reply was tested. Zimmo site footer is 2017; its current details should be reconfirmed. [S03]

A promising profile still needs qualification.

Check	Evidence to request	Decision it supports
Identity and financial capacity	Exact legal name, commercial registration, contracting/bank details and appropriate trade references	Confirm who will contract, pay and accept obligations. Not researched to completion here.
Licensed roles	Current relevant importer/distributor and storage licenses; exact authorized-representative arrangement if applicable [S16]	Separate commercial distribution from manufacturer representation and local storage.
Product permission	Model/manufacturer/revision mapping and applicable Saudi marketing authorization [S17]	No authorization for KTR-2610 has been established in this research.
Category capability / conflict	Comparable supported products, buying team, channel reach and written restrictions from existing brand contracts	Test whether apparent category fit translates into ability and willingness to work with KENTRO.
Commercial and service terms	Pilot quantity, incoterm, price, payment, returns, training, pads/spares and complaint/escalation ownership	Agree responsibilities and measured reorder conditions; avoid unsupported volume or margin promises.

SFDA requirements treat representative, importer/distributor and warehouse activities separately. A representative arrangement needs manufacturer-specific licensing and a documented agreement. Request evidence for the exact roles rather than relying on a company website or a brand badge. Obtain local review for the governing rules and exact product route. [\[S16\]](#)

Give a potential partner a precise, reviewable offer.

01 / PRODUCT & FILES

KTR-2610 final revision, intended use, specification, included pads, battery and model-matched evidence. Resolve quote timer 15/30/45 vs catalogue adding 60 minutes. [S01] [S02]

02 / COMMERCIAL INPUTS

Quoted US\$9 per unit, MOQ 3,000, FOB Shenzhen; 30% deposit and balance before shipment. Production quoted 45-50 days after deposit and sample/drawing approval. Quote validity: 31 Dec 2026. [S01]

03 / PARTNER PROPOSAL

Ask for a document review, actual channel costs and a limited pilot proposal. Samples and smaller pilot quantities require supplier agreement. No pilot price, exclusivity or reduced MOQ is granted.

Proposed stage	What to produce	Move forward when
Prepare / supplier	One accurate product brief plus available-document index	Revision, claims, quotation and documentation gaps are explicit.
Qualify / separately agreed outreach	Correct contact, written category interest, role and evidence requests	Responding team confirms relevance; entity and license checks support the roles.
Negotiate / commercial work	Pilot terms, obligations, economics and measurable reorder criteria	Lawful route and written terms are confirmed; approval and appointment are not assumed.

The shortlist is traceable to public evidence.

[S03] Zimmo company / new business

Public company contact; site footer 2017, reconfirm currency.

[S04] OMRON distribution network

Saudi entry lists Zimmo; no KENTRO relationship implied.

[S05] Salehiya solutions

Medical equipment, patient/consumer care and maintenance.

[S06] Salehiya business inquiries

Public inquiry form and 920020053.

[S07] FMS corporate profile

Rehabilitation in broad medical portfolio; no exact TENS listing.

[S08] Tibbiyah contact route

Parent-company route; ask for FMS rehabilitation commercial team.

[S09] Gulf Medical Stores

Self-described Saudi distributor/representative; license not independently confirmed.

[S10] Tamer business sectors

Medical supplies import and distribution.

[S11] Tamer contacts / supplier route

Group email and supplier-guidelines link; no registration sent.

[S12] Cigalah healthcare profile

Distribution and private label; healthcare hubs described as pharmaceutical.

[S13] Cigalah public contact

Head-office phone and inquiry form.

[S14] Dr. Nutrition Saudi EM 49 offer

Retail category signal; not distributor appointment or order volume.

[S15] Be Care Saudi EM 49 offer

Retail category signal; storefront legal entity and license unresolved.

[S16] SFDA establishment requirements

Read official 39-page licensing document; confirm governing edition and exact activity.

[S17] SFDA marketing authorization

Official framework page; KENTRO model permission not verified.

[S01] supplier quotation and [S02] supplier catalogue are client-supplied inputs. Company pages describe their own operations; only OMRON supplies a separate manufacturer listing for Zimmo. Public evidence does not confirm KENTRO interest, license currency, credit quality or actual buyer access. Some pages required repeat retrieval.

 PER AGREED MARKET AND SCOPE / BUYER DEVELOPMENT

Distributor Discovery / US\$299+

Research that prepares the next conversation.

Agree the product category, destination, buyer profile, geography and research depth. Receive potential partners, evidence of relevance, contact routes, prioritized fit questions and a practical qualification plan.

Find Potential Distributors

Send the catalogue/SKU, target market, desired partner type, current documentation and existing territory arrangements. Agree scope and fee before research begins.

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inquiry@chinaconnect247.com / www.chinaconnect247.com
Instagram @structuredlayer

In this sample

Saudi Arabia / KTR-2610. Six distributor candidates and two retail channels, each with public evidence, a fit hypothesis and unresolved checks.

Separate scopes

Outreach, introductions, buyer interviews, local or physical verification, license/corporate due diligence, negotiation and commercial appointment. No response, buyer order, approval or sales outcome is promised.

Agree the brief before purchase

Candidate count and coverage vary with market, category and depth. The eight-entry sample is not a fixed entitlement at the starting price.

Contact and custom workflows

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